

Message Text

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PAGE 01 OSAKA 01064 020252Z

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ACTION EA-09

INFO OCT-01 EB-07 ISO-00 /017 W
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R 020157Z SEP 76
FM AMCONSUL OSAKA KOBE
TO USDOC WASHDC
INFO SECSTATE WASHDC 2575
AMEMBASSY TOKYO

UNCLAS OSAKA KOBE 1064

E.O. 11652: N/A
TAGS: BEXP, JA
SUBJECT: TRADE INQUIRY: KEN COOK CO., LTD., MILWAUKEE

REF. USDOC AIR POUCH, AUGUST 12, 1976

1. MR. MATSUSHIMA, EXPORT DIRECTOR OF NIPPOO BUHIN CO., OSAKA
ACKNOWLEDGED RECEIPT OF TELEGRAM FROM KEN COOK CO., BUT STATED
NIPPOO CAN NO LONGER SELL NAGOYA HTK WHEEL TRUING STAND DIRECTLY
TO U.S. CUSTOMERS, BECAUSE IT CONCLUDED EXCLUSIVE AGENCY AGREEMENT
ON JUNE 30, 1976 WITH U.S. IMPORTER, WESTERN STATE TRADING CO.,
INC., 26514 HAWKHURST AVE., PALOS VERDES PENNINSULA, CAL. 90274
(PRESIDENT: MR. M. NAKAMURA). NIPPOO EXPORTS THE ITEM TO WESTERN
STATE AT ABOUT US DOLS 33 PER PIECE F.O.B. NIPPOO BUHIN CO. IS
ONE OF MANY EXPORTERS/DISTRIBUTORS OF HTK WHEEL TRUING STAND.

2. THE ITEM IS MANUFACTURED BY TANAKA TOOL CO.,
LTD., 1-27 TOYOOKA-DORI, MIZUHO-KU, NAGOYA CITY (PRESIDENT:
R. SHIGEO TANAKA). MR. TANAKA IS WILLING TO SELL THE ITEM
DIRECTLY TO KEN COOK CO., LTD. AND HOPES KEN COOK CO. WILL
CONTACT HIM IMMEDIATELY. HIS QUOTATION IS ABOUT US DOLS 28.30
PER PIECE F.O.B.

3. ACTION REQUESTED: PLEASE SUGGEST THAT KEN COOK CO. CONTACT
TANAKA TOOL CO., LTD. DIRECTLY. USDOC MAY ALSO WISH TO SUGGEST
TO WESTERN STATE TRADING CO. THAT IT MIGHT GET A BETTER PRICE
BREAK FROM TANAKA TOOL CO.

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Message Attributes

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Margaret P. Grafeld
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